



**THE STATE BAR OF CALIFORNIA  
REAL PROPERTY LAW SECTION  
WANTS YOU!**

# **BOOT CAMP**

## **2008**

**All Inclusive Fee for Training, Materials,  
2 Nights Room & Board!**

**February 8 to 10, 2008  
Seascape Resort Monterey Bay  
One Seascape Resort Drive  
Aptos, California**

**ENLIST BY JANUARY 28, 2008**

**Minimum of 12 hours MCLE Credit**

**BUILDING KNOWLEDGE & SKILLS FOR A  
SUCCESSFUL CAREER IN REAL ESTATE LAW**

# REAL ESTATE LAWYER BOOT CAMP

<b>The Need</b>	<p>More and more real estate lawyers are becoming specialized without understanding the “Big Picture” of commercial real estate. Some real estate lawyers practice for years without fully understanding their clients’ goals and needs. The most successful practitioners understand both the real estate business and how they, as real estate lawyers, most effectively may accomplish their clients’ goals.</p> <p><b>Real Estate Lawyer Boot Camp gives recent practitioners the inside track to building the knowledge and skills base for a successful career and for the benefit of their firms.</b></p>
<b>The Program</b>	<p>An intensive 48+ hour Boot Camp with training on real estate transactional practice, including a primer on the business and “vocabulary” of real estate; key considerations for lawyers in buying, financing, developing, leasing, and selling real estate, negotiating deals, and drafting agreements; and career and business development.</p> <p><b>Complementing the substantive training are various games and activities to help cadets form a business support network with one another.</b></p>
<b>The Drill Sergeants</b>	<p>Training will be conducted by a “Drill Sergeant” team of experienced, effective and successful real estate lawyers in California, all of whom have extensive teaching experience.</p> <p><b>Boot Camp features a special negotiation session led by U.C Berkeley Professor and well-known business consultant Holly Schroth.</b></p>
<b>Who Should Attend</b>	<p>Boot Camp is primarily intended for cadets with 1-5 years experience in transactional real estate law, who are looking to take the next step in their careers. It also may benefit more experienced lawyers who specialize in a particular area of real estate practice but who want to learn about the ‘big picture’, or lawyers who are seeking to re-enter real estate practice after a hiatus for family or other reasons.</p>
<b>Who May Attend</b>	<p>This special Boot Camp is subsidized by the California State Bar’s Real Property Law Section and is limited to 40 qualified candidates.</p> <p><b>Applicants meeting the criteria of “Who Should Attend” will be accepted on a first-come first-served basis.</b></p>
<b>Graduation</b>	<p>Cadets who successfully complete the training will receive a minimum of 12 hours of MCLE credit. The Office of Section Education and Meeting Services is an approved MCLE provider.</p>

## REAL ESTATE LAWYER BOOT CAMP TRAINING AGENDA

<b><u>Friday, February 8</u></b>	
1330 hrs – 1400 hrs	Boot Camp Induction
1400 hrs – 1515 hrs	The Business of Real Estate: Who Does What, and Why
1530 hrs – 1730 hrs	Real Estate Project – Stage #1: Acquiring and Financing Real Estate
1745 hrs	Reception
1815 hrs	Dinner and Presentation: <i>The Seven Habits of Highly Effective Real Estate Transactional Lawyers</i>
2000 hrs	Boot Camp Real Estate Exercises
<b><u>Saturday, February 9</u></b>	
0700 hrs	All-Hands Walk
0800 hrs	Hit the Showers then Chow Down Breakfast
0900 – 0930 hrs	Boot Camp Real Estate Exercises
0930 – 1045 hrs	Real Estate Project – Stage #2: Development and Construction
1100 – 1230 hrs	Real Estate Project – Stage #3: Leasing the Project
1245 – 1400 hrs	Lunch and Presentation: <i>Career and Business Development</i>
1400 – 1430 hrs	Wake Up: Games and Questions
1430 – 1600 hrs	Real Estate Project – Stage #4: Pulling Out the Cash and Keeping as Much as Possible
1700 – 1930 hrs	Dinner: <i>Negotiation Program</i> presented by Professor Holly Schroth
1930 hrs	Games and Campfire
<b><u>Sunday, February 10</u></b>	
0700 hrs	All-Hands Walk
0800 hrs	Hit the Showers then Chow Down Breakfast
0900 – 1100 hrs	Real Estate Project – Stage #5: When Things Go South: Disputes and Remedies, Casualties and Disasters, Insurance, Workouts, and Bankruptcy
1115 – 1215 hrs	Cadets Build their Business Plans
1230 – 1330 hrs	Lunch, Squad Awards and Graduation

The meals noted above are included in the registration fee.



# REAL ESTATE LAWYER BOOT CAMP

## YOUR DRILL SERGEANTS INCLUDE

**Elaine M. Andersson** is Vice President and Regional Counsel of Boston Properties, Inc., a publicly traded REIT specializing in Class A office space. She is responsible for all legal work for Boston Properties' 5+ million square foot California portfolio, which includes the flagship Embarcadero Center in San Francisco. After graduation from U. C. Berkeley's Boalt Hall School of Law, she practiced with a major San Francisco-based law firm before joining the faculty at Golden Gate University School of Law, and later at U.C. Hastings. She continues to teach an annual class in the Masters in Law Program ("MEIJA") at the University of Paris (France). Drill Sergeant Andersson is the current Chair of the California State Bar's Real Property Section, and also serves as President of Commercial Real Estate Women-San Francisco, and CFO of the Blum Foundation, which provides financial aid to worthy law students in San Francisco. She chaired the State Bar's Annual Real Property Retreat in 2007, and recently completed two years as Chair of BOMA San Francisco's Government and Political Affairs Committee.

**David W. Bagley** is a partner with the San Diego firm Hecht, Solberg, Robinson, Goldberg & Bagley LLP. A graduate of Stanford Law School, his practice includes real estate finance (representing both secured lenders and borrowers), other commercial lending, real property acquisition and development, commercial leasing, residential development and sales, and general business representation. He previously served as Chairman of the California State Bar's Real Property Section and remains an advisor to the Section's Executive Committee. He also was co-chair of the State Bar's Annual Real Property Retreat in 2003 and is a frequent speaker on real estate acquisitions and finance. Before entering private practice in 1985, Drill Sergeant Bagley served in the U.S. Navy as a surface line officer and, after law school, as a judge advocate.

**Jeffrey A. Schneider** is a partner in Vanguard Law Group, LLP, where he counsels clients in connection with real estate and business matters and negotiates complex real estate and business transactions. For a dozen years, Sergeant Schneider has been an adjunct law professor at California Western School of Law, and he additionally instructs practicing attorneys and other professionals on behalf of CEB, the National Business Institute and various industry groups and Bar Associations. He is the immediate past-Chair of the California State Bar's Real Property Section and has served as Chair of the California State Bar's Construction and Development Subsection, Chair of the San Diego County Bar's Real Property Section, Chair of the Continuing Legal Education Committee of the San Diego County Bar, and Chair of the State Bar's Annual Real Property Retreat in 2006. Drill Sergeant Schneider regularly serves as a temporary judge and arbitrates fee disputes between lawyers and their clients. He is author of the law school textbook *Business Franchise Law - Cases and Materials* and is an alumnus of Stanford Law School. For several years, Drill Sergeant Schneider ran a non-profit corporation that develops housing for the mentally-ill homeless and he currently serves as a Trustee of The Children's School of La Jolla.

**Holly Schroth** (a special Drill Sergeant who is not a real estate lawyer) teaches Negotiations and Conflict Resolution and Organizational Behavior to both MBAs and undergraduates. She has won several awards from MBA students for teaching excellence and most recently was voted "favorite professor" by a BusinessWeekonline (Sept. 2006) poll of undergraduates across the United States. She is a Senior Lecturer at the Haas School of Business, University of California, Berkeley, and an Adjunct Associate Professor in the MBA program at Santa Clara University. In addition to teaching, she is a trainer, consultant and keynote speaker on negotiation and leadership issues to variety of organizations in the United States and abroad. She has published several articles on negotiation and procedural justice in leading journals and has created several negotiation exercises in collaboration with the Dispute Resolution Research Center at the Kellogg Graduate School of Management, and is one of the leading authors of negotiation exercise materials which are used worldwide by educators and trainers. Drill Sergeant Schroth received a MA in psychology and a Ph.D. in social psychology from the University of California, Santa Barbara.

**Phillip K. Wang** is a partner at Gordon & Rees, LLP in San Francisco. As a real estate litigator, he brings a special perspective to the program. He primarily represents commercial developers, owners and tenants in all aspects of real estate disputes and litigation concerning their commercial properties with an additional transactional focus on commercial leasing, property management, and acquisitions and dispositions. He also has a bankruptcy practice representing many constituents in nearly all facets of business bankruptcy reorganization and liquidation cases, including assisting clients in buying or selling distressed assets in bankruptcy transactions. Drill Sergeant Wang is a frequent speaker and author on real estate and bankruptcy topics. He serves as an editor and author for the Real Property Law Journal and as a member of the Executive Committee for the California State Bar's Real Property Section. He further serves the real estate industry as a member of the Board of Directors and chair of the Legislative Action Committee for NAIOP's San Francisco Bay Area Chapter, and as a member of the Government and Public Affairs Committee for BOMA - San Francisco.



# REAL ESTATE LAWYER BOOT CAMP ENLISTMENT FEES & QUARTERS

January 28, 2008 Deadline

**\$750 per person** *(2 nights in a private bedroom & bath  
with shared living space in a two-bedroom beach villa)*

**LIMITED -- \$950 per person** *(2 nights in a one-bedroom beach villa)*

Real Estate Boot Camp is an all-inclusive package limited to 40 cadets. All training, events, dining and sleeping quarters will be held at the Seascape Resort Monterey Bay, a four star luxury resort in Northern California. Seascape is located nine miles south of Santa Cruz on Monterey Bay. It is 40 miles from San Jose International Airport and 72 miles from San Francisco International Airport.

## Seascape Resort Monterey Bay

One Seascape Resort Drive, Aptos, CA 95003  
(800) 929-7727  
[www.seascaperesort.com](http://www.seascaperesort.com)



### Enlistment Fee *includes*

- Boot Camp training and survival kit [materials]
- Minimum of 12 hours of MCLE credit
- Special apparel
- Beach activities
- Daily chow [breakfast, lunch & dinner]
- 2-nights accommodations [private room & bath in a 2-bedroom beach villa]
- Complimentary parking
- All Resort fees, including bell and housekeeping gratuities
- Complimentary in-suite Internet access
- Access to full-service Seascape Sports Club

**Quarters** Cadets will be assigned (same gender assignments) to a luxurious two-bedroom beach villa with dramatic ocean views. Each cadet will receive a private bedroom with bath and will share the living room with fireplace, full kitchen, and private patio or balcony. Cadets may choose to name the person with whom they will share the living quarters.

**A limited number of single room suites are available; first-come, first-served basis.** For an added fee of \$200, a cadet who is unable to share quarters may occupy a one bedroom beach villa for their two-night stay.

**Questions** Call (415) 538-2585 with program questions, or (415) 538-2467 for Registration information or Special Assistance.

**Enlist before** JANUARY 28, 2008. Space is limited to 40 cadets, on a first-come first-served basis.

# REAL ESTATE LAWYER BOOT CAMP ENLISTMENT FORM

Boot Camp is limited to the first 40 enlistees. **Deadline: January 28, 2008.** Use a separate form for each cadet.

## REGISTRATION

**ONLINE** [www.calbar.ca.gov/rpsection](http://www.calbar.ca.gov/rpsection)

**FAX** 415-538-2368. Credit card registrations only. If registration form is faxed, **DO NOT** mail original form.  
Fax registrations cannot be confirmed by telephone.

**MAIL** Program Registrations/Boot Camp, State Bar of California, 180 Howard Street, San Francisco, CA 94105

## SIGN ME UP for the Real Estate Lawyer Boot Camp!

Name \_\_\_\_\_ Bar # \_\_\_\_\_

Print or type name as it should appear on name badge.

Firm \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ Email\* \_\_\_\_\_

\*email required for registration confirmation.

Describe your level of experience in real estate law: \_\_\_\_\_

## FEE (select one option)

\_\_\_\_\_ \$750 Boot Camp All-Inclusive Fee (Private Bedroom/Bath with Shared Living Quarters)

\_\_\_\_\_ Yes, assign my roommate.

\_\_\_\_\_ I will share the 2 bedroom villa with \_\_\_\_\_.

(Your roommate must complete a separate form and indicate same preference.)

## OR

\_\_\_\_\_ \$950 Boot Camp All-Inclusive Fee (Single Occupied One-Bedroom Villa) LIMITED

**Total Amount Enclosed or to be Charged: \$** \_\_\_\_\_

## CANCELLATIONS

**Refund request must be in writing and received by the State Bar no later than January 15, 2008.**

**Cancellation requests are subject to a \$50 processing fee. Refunds are not available after January 15, 2008.**

## PAYMENT

 Fees may be paid by check, VISA or MasterCard (no other credit card accepted.)

Make checks payable to the State Bar of California.

\_\_\_\_\_ A check is enclosed.

Charge my \_\_\_\_\_ VISA or \_\_\_\_\_ MasterCard

Account Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Cardholder's Name \_\_\_\_\_

Cardholder's Signature \_\_\_\_\_

*Meal substitutions may not be available.* \_\_\_\_\_ Check here if you require a vegetarian option for lunch and dinner.

Your name and contact information may be released to other cadets.

\_\_\_\_\_ If you do not wish for your name to be released, check here.

Please let us know \_\_\_\_\_ I am a member of the Real Property Law Section. \_\_\_\_\_ I am not a Section member.





The State Bar of California  
Real Property Law Section  
180 Howard Street  
San Francisco, California 94105-1639

First Class PRSRT  
U.S. Postage  
PAID  
Documentation



REGISTER ONLINE AT  
[www.calbar.ca.gov/rpsection](http://www.calbar.ca.gov/rpsection)

**ENLIST BEFORE  
JANUARY 28, 2008**

**DEADLINE  
JANUARY 28, 2008**